



**To:** All JPC Authorizers and 2016 SAG-AFTRA Commercials Contract Signatories

**From:** Douglas J. Wood, JPC Chief Negotiator  
Stacy Marcus, JPC Legal Counsel  
Kim Stevens, JPC Director of Industry Relations

**Date:** January 23, 2018

**Re:** **Joint Clarification on Downgrades and the Use of Material in New Commercials**

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This bulletin provides illustrative examples to the clarification to Section 25. Integrations agreed upon by the union and the JPC. Namely, what is the payment due to a performer when footage made for one commercial is integrated into additional commercials pursuant to Section 25. Integrations. This joint clarification is consistent with a past JPC and SAG-AFTRA bulletin (1992, #4961).

The below examples are based on the following scenario: A performer is hired as an On-Camera Principal for a commercial ("Commercial A"), and footage is subsequently used to create a new commercial ("Commercial B"). What additional payments are due to the performer?

Example 1: The performer remains an OCP in Commercial A, but the performance in Commercial B meets the requirement for a downgrade.

- One Session Fee is due for the Integration into Commercial B and
- One Session Fee is due for a downgrade
- No additional Session Fee payments will be due for integration into additional commercials.

Example 2: The performer is downgraded from an OCP in Commercial A, and the downgraded performance is subsequently used in Commercial B.

- The performer was already paid one Session Fee for the downgrade in Commercial A.
- One Background Session Fee is due for the integration into Commercial B.

If you have any questions please reach out to Kim Stevens, JPC Director of Industry Relations [kstevens@jointpolicycommittee.org](mailto:kstevens@jointpolicycommittee.org).